

Very lightweight and hung on fence in its carrying case. Uses a small rechargeable battery since it will be used for a few matches rather than all day as in the case of the club/school model. Manufacturing cost \$ 150.00 to \$ 250.00 per unit.

2. We have a working prototype of model (B) that has been used at my Woodlake Tennis Club team matches since early August without any mechanical or software problem. The other models are variations of this basic unit.

3. The old flip cards require someone to go to the net and flip after each point, then flip the cards back to zero at the end of game or set, then flip the next set of cards to reflect who won.. It wastes time and is very disruptive and cumbersome especially in singles when the player has to come to the net from the baseline after every point to flip. In the heat of the game someone invariably forgets to flip the card. In hundreds of tournaments and competitive club matches I have played in, I have only seen them used a few times because they are not practical. Our unit only requires pressing a small button clipped to your waist from anywhere on the court. The numerical sequence carries the score progression automatically, games to sets to match, and resets to zero when a game or set are completed.

Lastly, I would recommend the the following course of action: I would like to make a presentation and demonstration of the unit to your marketing staff as well as your court equipment licensee. I would want to follow with a match played on a tennis court to observe the unit in actual use. A single or doubles match with myself and some of your marketing staff would be ideal, so you can get a real feel for the unit.

Please let me know a date and place where we could accomplish this.

Regards, Gil Carrillo

John Lyons/Racq/Wilson wrote:

> HI Gil - we don't normally do to much with court equipment. Is this device  
 > going to be in the price range where it will be bought by clubs and private  
 > court owners? When do you expect to have working prototypes?  
 Anticipated